

## Employ Prince George's (EPG) - Fiscal Year 2023 Budget Review Summary

### Proposed FY 2023 Operating Budget

Revenue						
Fund	FY 2021 Actual	FY 2022 Approved	FY 2022 Estimate	FY 2023 Proposed	\$ Change	% Change
County Grant	\$ 2,569,400	\$ 2,170,800	\$ 2,570,800	\$ 2,860,000	\$ 689,200	31.7%
Other Sources	\$ 5,840,879	4,182,800	14,516,900	13,719,000	9,536,200	228.0%
<b>Total</b>	<b>\$ 8,410,279</b>	<b>\$ 6,353,600</b>	<b>\$ 17,087,700</b>	<b>\$ 16,579,000</b>	<b>\$ 10,225,400</b>	<b>160.9%</b>

### Expenditures by Category

Category	FY 2021 Actual	FY 2022 Approved	FY 2022 Estimated	FY 2023 Proposed	Change Amount	% Change
Compensation	\$ 3,348,796	\$ 3,657,800	\$ 4,324,900	\$ 5,564,000	\$ 1,906,200	52.1%
Fringe Benefits	1,205,566	1,316,800	1,557,000	2,003,000	686,200	52.1%
Operating Expenses	3,879,342	1,379,000	11,205,800	9,012,000	7,633,000	553.5%
<b>Total</b>	<b>\$ 8,433,704</b>	<b>\$ 6,353,600</b>	<b>\$ 17,087,700</b>	<b>\$ 16,579,000</b>	<b>\$ 10,225,400</b>	<b>160.9%</b>

### FY 2023 Proposed Budget – Key Highlights

- The FY 2023 Proposed Budget for Employ Prince George's reflects County Grant funding of \$2,860,000, which is \$689,200 or 24.1%, above the FY 2022 Approved funding level.
- County Grant funding includes allocations from Video Lottery Terminal Grant and Reentry Program.
- FY 2023 Operating Expenses are proposed at \$9,012,000, an increase of \$7,633,000, or 553.5%, over the FY 2022 Approved level. The increase results primarily from an increase for sub-grants, contractual staff, and support staff. Additional increases are due to staff training and occupational and soft-skills training.
- The other sources of revenue that supplement Employ Prince George's proposed FY 2023 are from various other grant sources with the largest portion being the three (3) federal Workforce Innovation Opportunity Act grants at \$5,375,400 or 32% of its budget.
- An additional \$7,500,000 is proposed from the Maryland and Prince George's County *American Rescue Plan Act (ARPA)*.
- The FY 2023 proposed budget includes funding for eighty-one (81) positions, fifteen (15) of which are funded in full or in part through County sources.

### FY 2023 Priorities

- Provide workforce development services to job seekers and businesses, with a priority of services being directed toward job seekers with severe barriers, areas with high unemployment and/or low wages and small-medium sized businesses focused on hiring Prince George's residents.
- Staffing and managing the operations of the Prince George's County Workforce Development Board, including managing the Prince George's County Public Workforce System/Prince George's County American Job Center Community Network and serving as the fiscal agent of the workforce system.

### Program Highlights

- FY 2022 accomplishments include: Opening the new American Job Center National Harbor at Tanger Outlets; Launching the Summer Youth Connections program to provide work-based learning experiences; Relaunching the COVID-19 Rapid Reemployment Grant Program to incentivize businesses to hire unemployed County residents; and Continuing to expand services by utilizing virtual meeting and training platforms.



# THE PRINCE GEORGE'S COUNTY GOVERNMENT

## Office of Audits and Investigations

April 18, 2022

### MEMORANDUM

TO: Jolene Ivey, Chair  
Education and Workforce Development (EWD) Committee

THRU: Turkessa M. Green, County Auditor *TMG*  
Joseph R. Hamlin, Director of Legislative Budget and Policy Analysis *JRH*

FROM: Arian Albear, Legislative Budget and Policy Analyst *AA*

RE: Employ Prince George's (EPG)  
Fiscal Year 2023 Budget Review

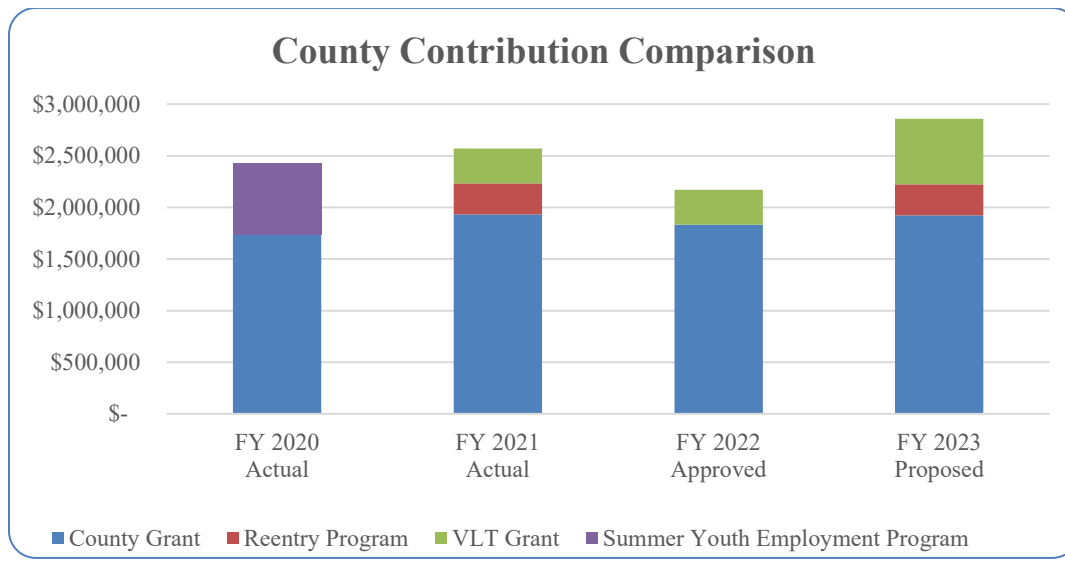
### Budget Overview

Employ Prince George's (EPG) is partially funded through an annual County grant in the "Non-Departmental" section of the budget, and mainly through the federal Workforce Innovation and Opportunity Act Grant (WIOA). The FY 2023 Proposed Budget for Employ Prince George's is \$16,579,000, which is \$10,225,400, or 160.9%, over the Approved FY 2022 Budget. FY 2023 Budget increases are primarily driven by increased operating costs in the form of sub-grants and contractual staff as well as training. The proposed budget includes a County Contribution of \$2,860,000, made up of the County Grant (\$1,922,300), the Reentry Program (\$300,000), and the Video Lottery Terminal (VLT) Grant (\$637,700).

### Budget Comparison – Revenues

#### *County Contribution – Approved Fiscal Year 2022 to Proposed Fiscal Year 2023*

Category	FY 2021 Actual	FY 2022 Approved	FY 2022 Estimated	FY 2023 Proposed	\$ Change	% Change
County Grant	\$ 1,931,700	\$ 1,833,100	\$ 1,833,100	\$ 1,922,300	\$ 89,200	4.9%
Reentry Program	300,000	-	300,000	300,000	\$ 300,000	N/A
Video Lottery Terminal (VLT) Grant	337,700	337,700	437,700	637,700	\$ 300,000	88.8%
<b>TOTAL</b>	<b>\$ 2,569,400</b>	<b>\$ 2,170,800</b>	<b>\$ 2,570,800</b>	<b>\$ 2,860,000</b>	<b>\$ 689,200</b>	<b>31.7%</b>



***Approved Fiscal Year 2022 to Proposed Fiscal Year 2023***

FY 2023 Proposed Budget is \$16,579,000, which is \$10,225,400 or 160.9% above the FY 2022 Approved Budget.

Category	FY 2021 Actual	FY 2022 Budget	FY 2022 Estimate	FY 2023 Proposed	\$ Change	% Change
County Grant	\$ 1,931,700	\$ 1,833,100	\$ 1,833,100	\$ 1,922,300	\$ 89,200	4.9%
Reentry Program	\$ 300,000	\$ -	\$ 300,000	\$ 300,000	\$ 300,000	
Video Lottery Terminal Grant	\$ 337,700	\$ 337,700	\$ 437,700	\$ 637,700	\$ 300,000	88.8%
Work Innovation Opportunity Act Grant - Youth Grant	\$ 1,286,070	\$ 1,394,800	\$ 1,987,300	\$ 2,027,300	\$ 632,500	45.3%
Work Innovation Opportunity Act Grant - Adult Grant	\$ 1,219,232	\$ 1,220,300	\$ 1,606,300	\$ 1,641,300	\$ 421,000	34.5%
Work Innovation Opportunity Act Grant - Dislocated Workers Grant	\$ 1,019,040	\$ 1,135,100	\$ 1,671,800	\$ 1,706,800	\$ 571,700	50.4%
Governor's Summer Youth Connection	\$ 200,551	\$ -	\$ 249,500	\$ 249,600	\$ 249,600	
Maryland American Rescue Plan Act (ARPA)	\$ -	\$ -	\$ 2,977,000	\$ 3,000,000	\$ 3,000,000	
Prince George's County American Rescue Plan Act (ARPA)	\$ -	\$ -	\$ 4,500,000	\$ 4,500,000	\$ 4,500,000	
Department of Family Services Grant	\$ 214,625	\$ 214,600	\$ 268,000	\$ 268,000	\$ 53,400	24.9%
Earn Grant	\$ -	\$ 200,000	\$ -	\$ -	\$ (200,000)	-100.0%
DHCD Community Development Block Grants	\$ -	\$ -	\$ 292,000	\$ 308,000	\$ 308,000	
COVID-19 Relief Fund	\$ 1,236,681	\$ -	\$ 740,000	\$ -	\$ -	
COVID-19 National Dislocated Workers Grant	\$ 182,546	\$ -	\$ 225,000	\$ -	\$ -	
Maryland Highway Capital Construction Training Grant	\$ 22,707	\$ -	\$ -	\$ -	\$ -	
Career Pathways	\$ 59,222	\$ -	\$ -	\$ -	\$ -	
Maryland Relief Act	\$ 86,354	\$ -	\$ -	\$ -	\$ -	
Foundations - JP Morgan	\$ 31,751	\$ 18,000	\$ -	\$ 18,000	\$ -	0.0%
Sponsorships	\$ 32,100	\$ -	\$ -	\$ -	\$ -	
Miscellaneous Income	\$ 250,000	\$ -	\$ -	\$ -	\$ -	
<b>TOTAL</b>	<b>\$ 8,410,279</b>	<b>\$ 6,353,600</b>	<b>\$ 17,087,700</b>	<b>\$ 16,579,000</b>	<b>\$ 10,225,400</b>	<b>160.9%</b>

### **Budget Comparison – Expenditures**

Category	FY 2021 Actual	FY 2022 Approved	FY 2022 Estimated	% Change - Est vs App	FY 2023 Proposed	\$ Change	% Change
Compensation	\$ 3,348,796	\$ 3,657,800	\$ 4,324,900	18.2%	\$ 5,564,000	\$ 1,906,200	52.1%
Fringe Benefits	1,205,566	1,316,800	1,557,000	18.2%	2,003,000	686,200	52.1%
Operating	3,879,342	1,379,000	11,205,800	712.6%	9,012,000	7,633,000	553.5%
<b>Total</b>	<b>\$ 8,433,704</b>	<b>\$ 6,353,600</b>	<b>\$ 17,087,700</b>	<b>168.9%</b>	<b>\$ 16,579,000</b>	<b>\$ 10,225,400</b>	<b>160.9%</b>

#### ***Compensation***

- FY 2023 Compensation is proposed at \$5,564,000, which is an increase of \$1,906,200, or 52.1%, above the FY 2022 Approved Budget. The increase is due to mandated salary requirements.

#### ***Fringe Benefits***

- FY 2023 Fringe Benefits are proposed at \$2,003,000, an increase of \$686,200, or 52.1%, above the FY 2022 Approved Budget. The increase is a result of increases to Compensation.

#### ***Operating***

Category	FY 2021 Actual	FY 2022 Approved	FY 2022 Estimate	FY 2023 Proposed	\$ Change	% Change
<b><i>Direct Program Expenses</i></b>						
Staff Travel	\$ 19,797	\$ 35,000	\$ 45,000	\$ 47,200	\$ 12,200	34.9%
Participant Training	709,603	157,700	3,309,800	2,566,000	\$ 2,408,300	1527.1%
Participant Support Services	469,818	55,000	80,000	78,200	\$ 23,200	42.2%
Supplies	602,075	60,000	940,000	474,800	\$ 414,800	691.3%
Contractual	1,131,295	653,100	6,168,400	4,674,300	\$ 4,021,200	615.7%
Other	657,254	80,600	325,000	813,300	\$ 732,700	909.1%
Total Direct Program Expenses	\$ 3,589,842	\$ 1,041,400	\$ 10,868,200	\$ 8,653,800	\$ 7,612,400	731.0%
<b><i>Other Operating Expenses</i></b>						
Administrative Expenses	\$ 289,500	\$ 337,600	\$ 337,600	\$ 358,200	\$ 20,600	6.1%
Total Other Operating Expenses	\$ 289,500	\$ 337,600	\$ 337,600	\$ 358,200	\$ 20,600	6.1%
<b>Total Operating Expenses</b>	<b>\$ 3,879,342</b>	<b>\$ 1,379,000</b>	<b>\$ 11,205,800</b>	<b>\$ 9,012,000</b>	<b>\$ 7,633,000</b>	<b>553.5%</b>

- FY 2023 Operating expenses are proposed at \$9,012,000, an increase of \$7,633,000, or 553.5%, above the FY 2022 Approved Budget. This increase is primarily a result of contractual expenses and participant training along with other miscellaneous direct expenses.
- County Funded contracts for FY 2023 are proposed at \$548,200 and are itemized below:
  - Prince George's County OIT: \$348,800
  - Vehicle for Change: \$ 80,000
  - Farming for Hunger: \$ 45,000
  - Solid Foundation: \$ 45,000
  - Pathways Away From Incarceration: \$ 20,000
  - Prince George's County Fleet Service: \$ 9,400

#### ***Authorized Staffing Count***

- The FY 2023 Proposed Budget includes funding for 81 staff, including 15 funded in part or in full by County sources.

<b>Funding Source</b>	<b>FY 2022 Staff</b>	<b>FY 2023 Staff</b>	<b>Amount Change</b>	<b>% Change</b>
County	25	15	-10	-40.0%
Other	42	66	24	57.1%
<b>Total</b>	<b>67</b>	<b>81</b>	<b>14</b>	<b>20.9%</b>

## **Employ Prince George's County's Mission and Services**

### ***Mission***

Employ Prince George's, through the management of the American Job Center, serves as the link between job seekers looking to begin or change careers and businesses looking for skilled workers to maintain competitiveness in a changing labor market. The Prince George's County American Job Center serves over 40,000 job seekers and businesses annually.

### ***Core Services***

- Connecting job seekers to training and employment opportunities in the construction industry (Construction Works Program – CWP)
- Connecting job seekers to training and employment opportunities in the hospitality industry and the accommodation industry: retail, entertainment, customer service, and food & beverage. (Hospitality & Accommodations Institute – HAI)
- Connecting job seekers to training and employment opportunities in the healthcare industry (Capital Area Healthcare Alliance – CAHA).
- Connecting job seekers to training and employment opportunities in the IT industry (Educational Partnership for IT Careers – EPIC)
- Connecting job seekers to training and employment opportunities in the transportation and logistics industry (Transportation & Logistics Consortium – TALC)

## **Highlights**

Employ Prince George's is governed by a Board of Directors. The current Members are:

<b>Member Name</b>	<b>Office Title</b>	<b>Appointment / Reappointment</b>	<b>Term Expiration</b>
Kerry Watson, Jr.	Chair	7/1/20	6/30/22
Michael Burke	Vice Chair	8/15/18	6/30/23
Deborah Purcell	Treasurer	7/1/18	6/30/22
Jerry T. Sanford	Secretary	8/15/18	6/30/23
Charnetia Young	Member	1/1/20	6/30/22
Carla A. Reid	Member	7/1/18	6/30/22
Erica Berry Watson	Member	9/1/19	6/30/22
Dyana Forester	Member	3/4/20	6/30/23
Celeste James	Member	9/11/18	6/30/23

### ***FY 2022 Key Accomplishments***

- Expanded the Prince George's County American Job Center Community Network by opening the new Center at Tanger Outlet in the National Harbor.
- Launched and completed the Summer Youth Connections program, which provides work-based learning experiences for youth ages 18-24.
- Relaunched the COVID-19 Rapid Reemployment Grant Program to incentivize businesses to hire County residents.
- Continued to expand delivery of services by utilizing virtual meeting and training platforms to serve businesses and job seekers.

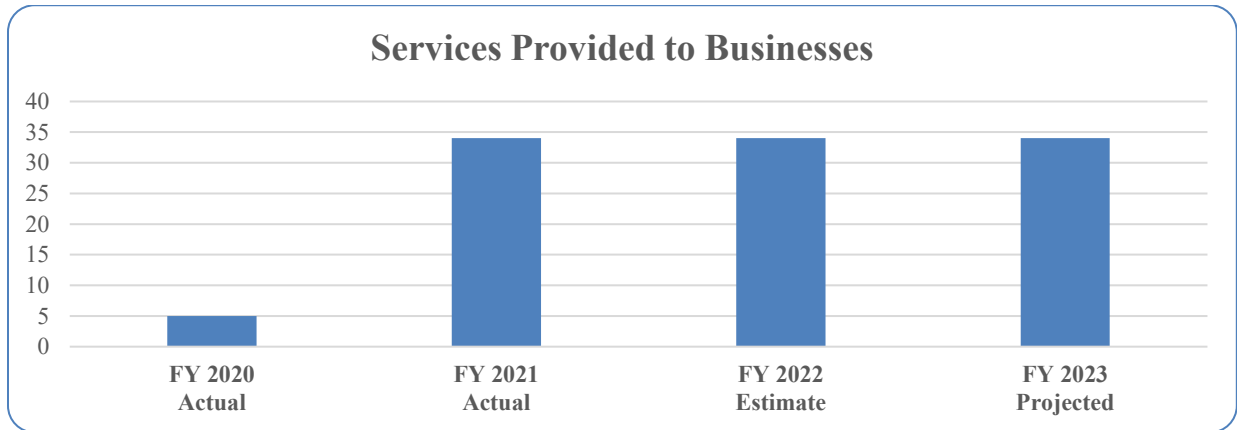
### ***Strategic Focus and Initiatives for FY 2022***

- Provide workforce development services to job seekers and businesses, with a priority of services being directed toward job seekers with severe barriers, areas with high unemployment and/or low wages, and small-medium sized businesses focused on hiring Prince George's residents.
- Staffing and managing the operations of the Prince George's County Workforce Development Board, including managing the Prince George's County Public Workforce System/Prince George's County American Job Center Community Network and serving as the fiscal agent of the workforce system.

### **Workload and Performance Trends**

- The First Source Registry Program is inactive. EPG notes that the Office of Central Services has stopped providing the agency with the lists required to continue the program.
- Employ Prince George's will collocate with the Prince George's County Memorial Library System (PGCMLS) at the Beltsville location to provide the workforce development services as the "Beltsville Career Center."
- The Prince George's County Re-Entry Employment Incentive Program will launch in April 2022. Currently, EPG does not work with or coordinate with the Re-Entry Advisory Board.
- Programs and services that EPG will provide in FY 2023 include:
  - Youth Demographic-Specific Programs
    - Knowledge Equals Youth Success (KEYS)
    - Youth Career Connections
  - Adult Demographic-Specific Programs
    - Encore
    - Career Pathways for All
    - El Poder de Ser Mujer
  - COVID-19 Program
    - Rapid Re-Employment Grants
  - Veteran Career Connections
    - Project Opportunity
  - Pathways to Success
    - Pathways to Entrepreneurship
  - Industry Bridge Programs
    - Capital Area Healthcare Alliance
    - Construction Works Program
    - Hospitality & Accommodation Institute

- Educational Partnership for IT Careers
- Professional Services Institute
- Transportation and Logistics Consortium
- Specialized Programs
  - Apprenticeship Innovation Program
- Employ Prince George's provides a number of services to businesses that request their aid. A “service” is defined as any interaction the organization has with a business and can range from a phone call to a career fair. In FY 2022, EPG provided an average of 34 services to businesses – meeting their FY 2027 target.



- Employ Prince George's keeps track of job seekers who receive certain services. Basic services are loosely defined group career readiness training, self-paced online training, and self-assisted job search assistance.” “Significant assistance” is defined as those job seekers who require one-on-one case management, numerous services and resources, and financial assistance to gain employment with a livable wage. The chart below tracks those job seekers who receive basic services and are still employed after one year. The FY 2027 target is 75%.

